New Products Webinar

Dec 16, 2009

Welcome

Introductions and Explanation

- Pittsburgh Product Development/Management team
  - Keith K
  - Mike M
  - Andy S
  - Jim S
  - Franco T
  - Josh W
- Looking at technology trends
- Trying to solve customer problems with technology
- Work with other PMs, GM's from around the world to identify opportunities

BLACK BOX NETWORK SERVICES
Company Confidential

Trends – Technologies of Interest

Not a complete list, but a good starting point

- Security (physical, network, cyber)
- Cloud Computing (SaaS)
- Remote computing, tele-commuting
- Managed Services – outsourced IT
- Mobility (wireless technologies enabling mobility)
- Convergence (data, voice, video, security)
- Virtualization (desktop and server)
- Green IT (power consumption, sustainability, etc)
- Spread of TCP/IP into other markets (industrial, etc)
- Exponential decrease in memory/storage costs

BLACK BOX NETWORK SERVICES
Company Confidential

New Products Overview

Summary of new products

- Optinet
- iCompel
- Digital Signage products
- Wireless VGA
- Veri-NAC
- Intelli-Pass
  - Also used with Alertwerks
- Testers
- Elite Cabinet redesign
- Climate Cab
- Laptop/Netbook storage
- Wall-mount cab redesign
- ServSwitch
- 90-degree patch cords
- POE injectors
- Console Servers

➢ Note: overview format only, not tech-heavy

BLACK BOX NETWORK SERVICES
Company Confidential

Optinet

Overview

- A Secure Web Gateway
  - Provides bandwidth shaping, content filtering, and threat prevention
  - A deep-packet-inspection device that provides unparalleled visibility into internet activity at the gateway (even SSL traffic)
  - Accelerates access to web sites & services deemed important
  - Slows or completely blocks web traffic or sites that are deemed un-important, distracting, or illegal
  - Blocks content filter bypass efforts (anonymous proxies, etc)
  - In-line device – watches all ports & protocols – nothing gets by it

BLACK BOX NETWORK SERVICES
Company Confidential

Optinet (cont)

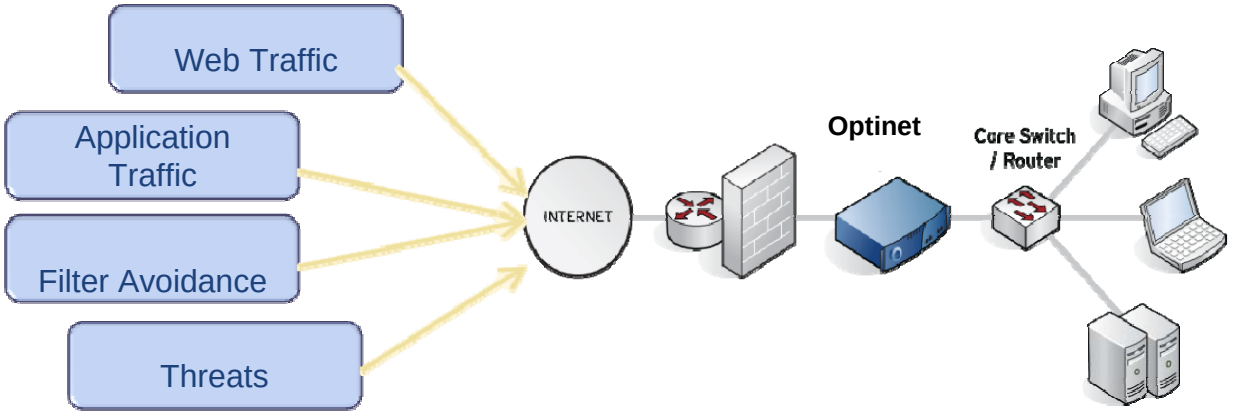
Background

- Web usage has exploded – no longer just “surfing”
- The mix of social networking, e-commerce, hosted applications, and other non-browser web traffic requires a solution which ranks traffic by priority – Not all Internet traffic should be treated equally!
- Even normal day-to-day sites are heavily employing video, making a simple CNN page or Newspaper site chew up valuable bandwidth
- Traditional URL filters and keyword filters not sufficient

BLACK BOX NETWORK SERVICES
Company Confidential

Optinet (cont)

Network Diagram / Applications



- Companies looking to better manage their internet connection
- Education: filter out inappropriate content; block filter-avoidance efforts
- Manufacturing/Engineering: prioritize large file transfer, on-line billing
- Companies/Organizations using VoIP, Hosted Apps (Salesforce.com, etc)
- Hospitality: smooth out the user experience (don't allow bandwidth hogs)

BLACK BOX NETWORK SERVICES
Company Confidential

Veri-NAC

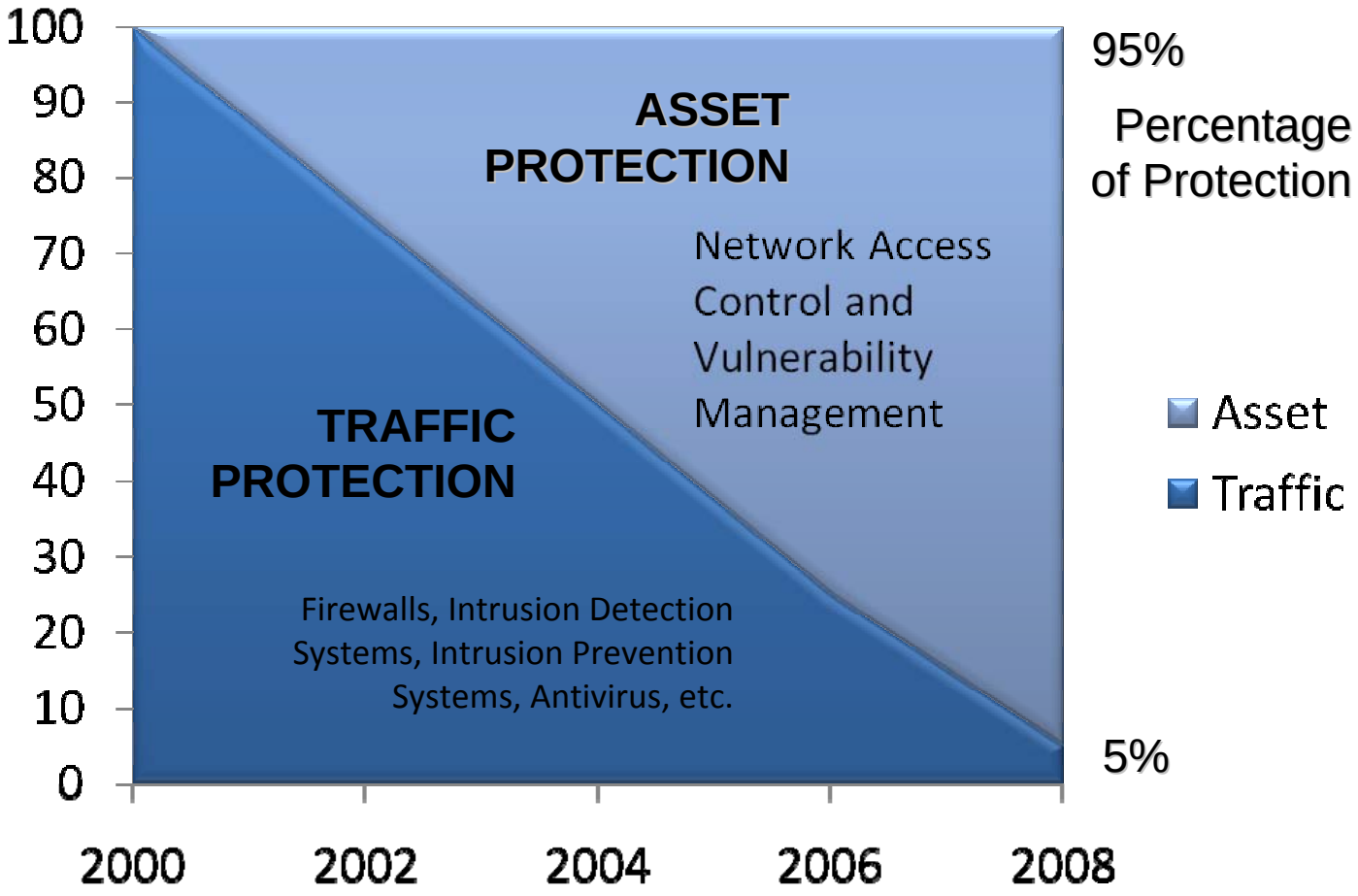
Overview

- A Network Security Appliance (Network Access Control)
  - Non-inline, agentless appliance (unlike competition)
  - Works with existing switch infrastructure
  - Detects and prevents IP or MAC spoofing
  - Blocks or warns when an un-trusted asset attempts to connect to the network – detects and blocks in less than 1 second
  - Most units include CVE audit engine to discover security holes in endpoint devices (including PCs, APs, printers, & more)
  - Rated as “Top 20 Security Products” by SC Magazine

BLACK BOX NETWORK SERVICES
Company Confidential

Veri-NAC (cont)

Background: Network Security in 2009

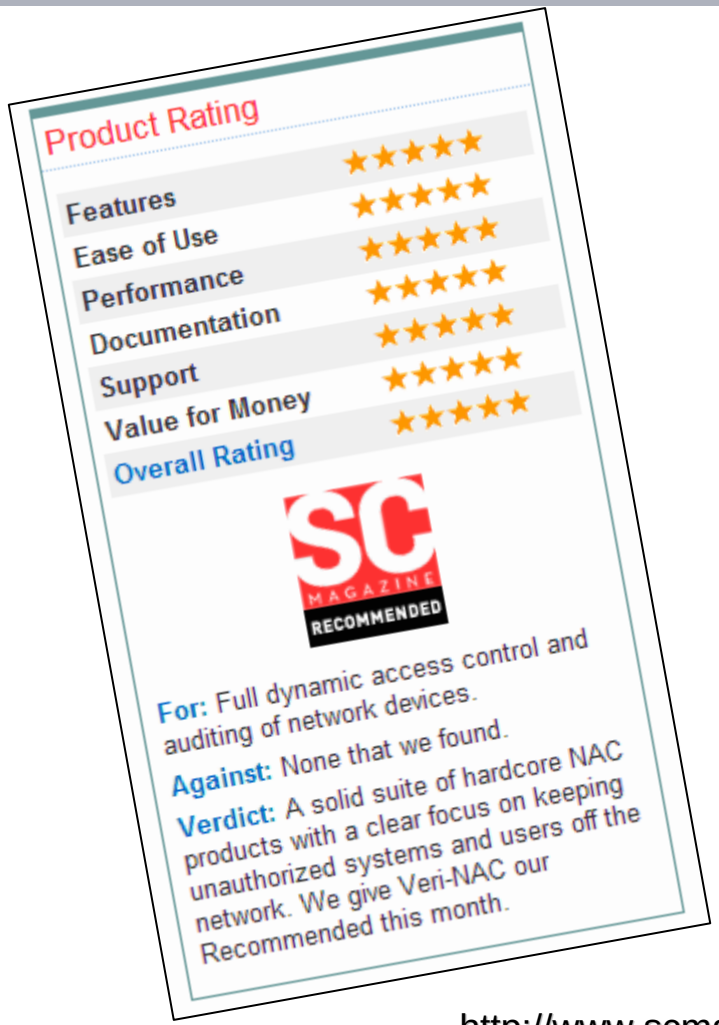


- Firewalls are not enough
- Policing the traffic is only half the solution

BLACK BOX NETWORK SERVICES
Company Confidential

Veri-NAC (cont)

Accolades



Product Rating

Features	★★★★★
Ease of Use	★★★★★
Performance	★★★★★
Documentation	★★★★★
Support	★★★★★
Value for Money	★★★★★
Overall Rating	★★★★★

SC MAGAZINE RECOMMENDED

For: Full dynamic access control and auditing of network devices.

Against: None that we found.

Verdict: A solid suite of hardcore NAC products with a clear focus on keeping unauthorized systems and users off the network. We give Veri-NAC our Recommended this month.

20/20 PRODUCTS

SC MAGAZINE 20 @ 20 YEARS

Technology Editor Peter Stephenson picks the products that have made the most significant impact over the past two decades.

Black Box Veri-NAC

Product: Veri-NAC 5000 series network access control appliances // **Vendor:** Black Box www.blackbox.com // **What it does:** Network access control for enterprises of virtually all sizes.

This is a product that solves a very important problem – network access management – in an inexpensive and simple manner. The thing that's most intriguing about this one – a current product line – is that it is about as simple a NAC as you can find. It very nearly is plug-and-play. It is completely policy-driven, so it only allows the accesses that you specify. It does its own discovery and, quite importantly, it is agentless.

Adding a NAC into a network can be quite demanding because it often is necessary to tell the NAC what addresses it should allow. The Veri-NAC lets you specify the policies that devices must meet to be part of the network and it does the test. But, even though it is automated, you can remove undesired nodes manually.

Network devices can be tested in a variety of ways and can be forced to comply with pre-set standards before being allowed to connect. This is excellent for guests. NAC is particularly intended to manage the devices allowed on the network. Veri-NAC does an excellent job of that and it does it for a reasonable price.

Additionally, Veri-NAC attacks network address spoofing attempts so that devices cannot bypass the NAC system by spoofing authorized devices. The product line produces a comprehensive set of reports for compliance reporting. When I select a NAC system I want two things: flexibility and ease of use. Flexibility is necessary to ensure that the product(s) can be used across the enterprise and can be scaled to enterprises of any size whether large or small. Ease of use is necessary because security administrators in large enterprises typically are overloaded, and those in small enterprises often have security as only a part-time job. Simple not only is better, but it is faster for more efficient use of administrator assets. The Veri-NAC meets these requirements at a very reasonable pricing structure for the various models.

BLACK BOX NETWORK SERVICES

To learn more, visit www.blackbox.com/go/Veri-NAC or contact a Black Box security specialist at 800-355-7996.

SC • November 2009 • www.scmagazineus.com

SC MAGAZINE Reprints

Copyright Haymarket Media, Inc.

http://www.scmagazineus.com/black-box-veri-nac/review/3012/

Veri-NAC (cont)

Applications - Markets

- Anyone with a network!
- Companies with customer records:
  - Banks, financial institutions
  - Retail stores
  - Anyone accepting credit cards (PCI)
  - Insurance companies
  - Education – all levels
  - Law firms
- Regulatory compliance (PCI, ISO, more)
- Utilities / Industrial

BLACK BOX NETWORK SERVICES
Company Confidential

Intelli-Pass

Overview

- A biometric access control device
  - Physical security for doors/entry
  - Combines fingerprint scanning and pin-code entry
  - Next-generation fingerprint scanning prevents spoofing
  - Multi-level security architecture prevents spoofing, sniffing, and physical hacking
  - Provides timed/scheduled access
  - Integrates with fire systems and environmental monitoring & control – like Alertwerks

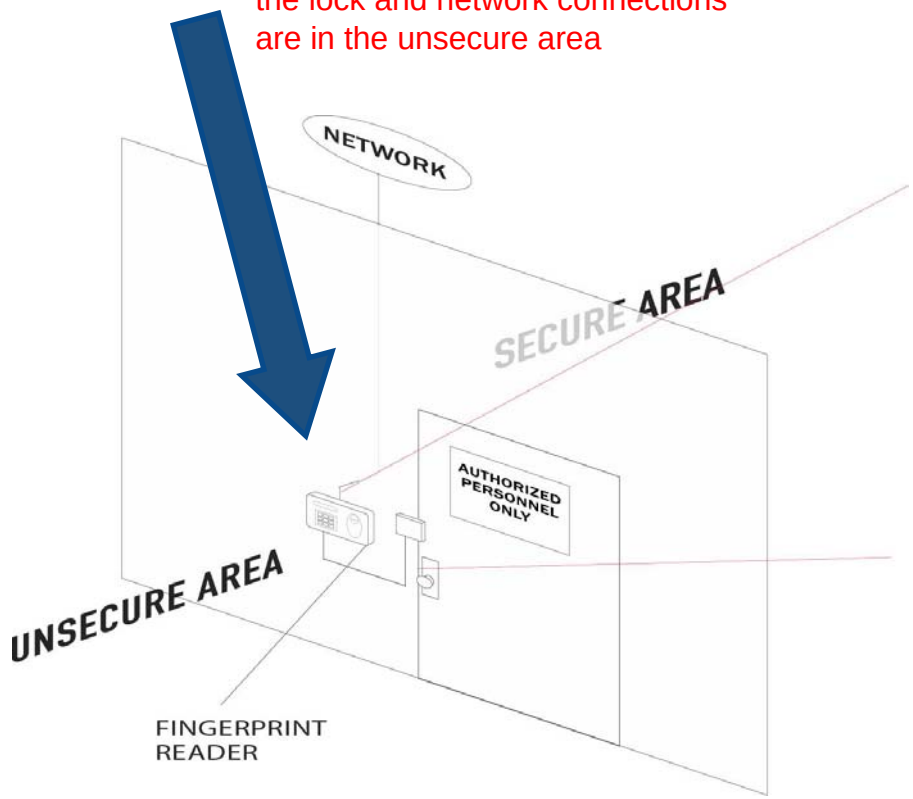
BLACK BOX NETWORK SERVICES
Company Confidential

Intelli-Pass (cont)

Architecture

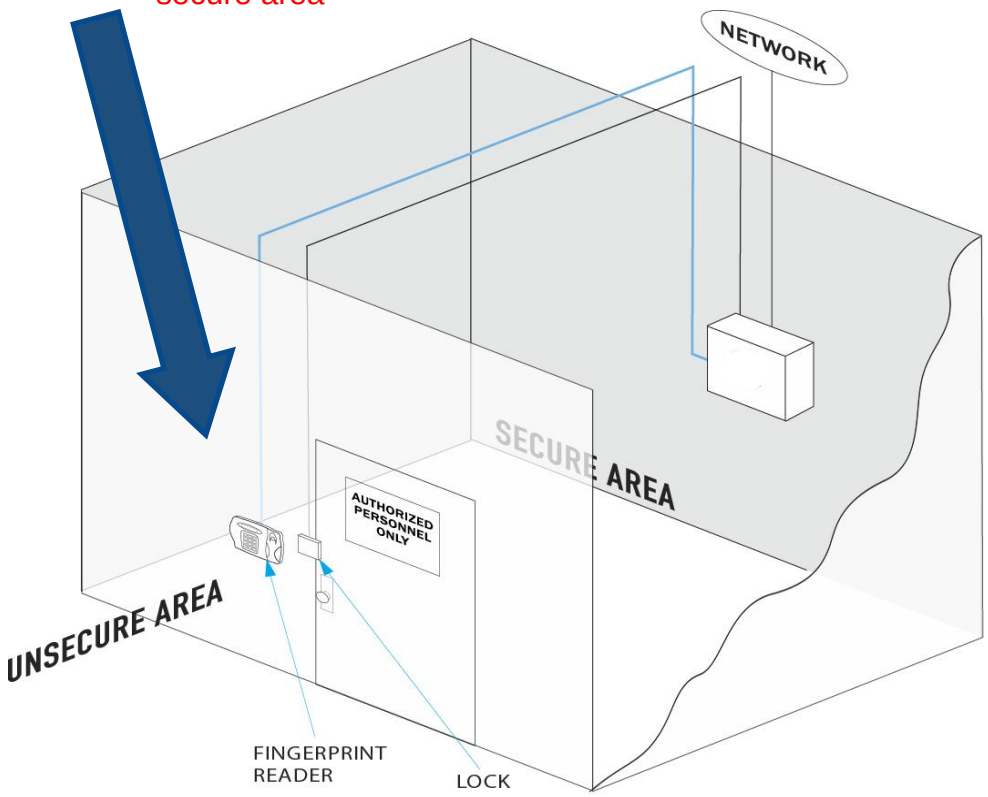
The OLD way

External Vulnerability: the lock and network connections are in the unsecure area



The BETTER way

Internal Security: the lock and network connections are in the secure area

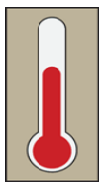
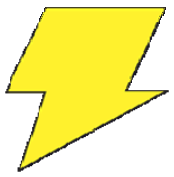


BLACK BOX NETWORK SERVICES
Company Confidential

Intelli-Pass (cont)

Background – the customer's problem

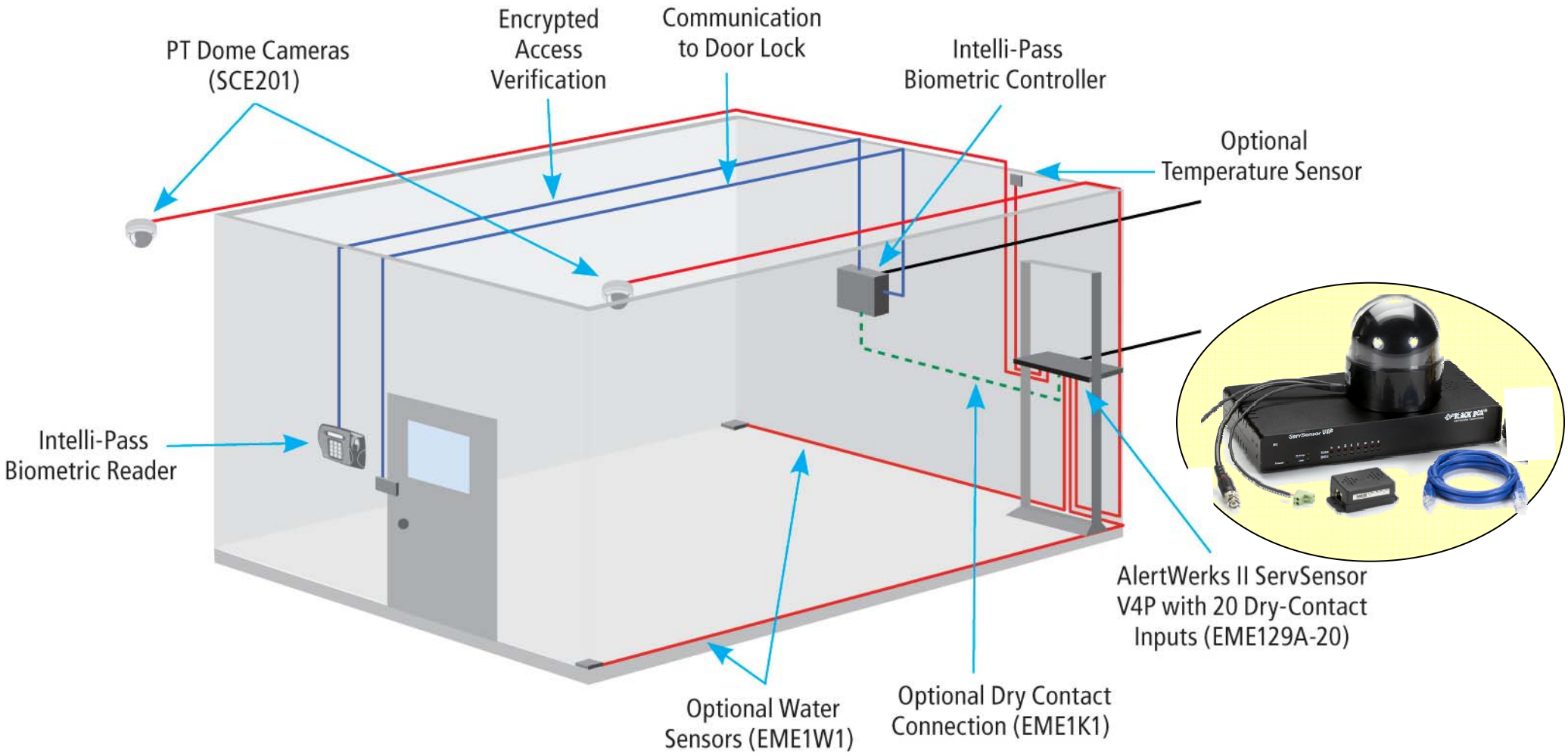
- IT staff now being asked to physically secure assets
- Assets often located across a wide geographic area
- Assets are located in spaces controlled by multiple groups: IT, facilities, campus security, and other stakeholders both inside and outside the company
- Access to these spaces is needed by mixed personnel – IT staff, other depts, cleaning crews, outside contractors
- Access cards can be lost, stolen or borrowed (and cost $$$)
- Keys are difficult to track and easy to duplicate
- Knowing "whats happening" in these spaces is critical – not just who is going in, but what else is happening?

BLACK BOX NETWORK SERVICES
Company Confidential

Intelli-Pass with Alertwerks

Architecture


PT Dome Cameras (SCE201)
Encrypted Access Verification
Communication to Door Lock
Intelli-Pass Biometric Controller
Optional Temperature Sensor
Intelli-Pass Biometric Reader
AlertWerks II ServSensor V4P with 20 Dry-Contact Inputs (EME129A-20)
Optional Water Sensors (EME1W1)
Optional Dry Contact Connection (EME1K1)

BLACK BOX NETWORK SERVICES
Company Confidential

Intelli-Pass (cont)

Applications - Markets

- Data Centers / Server Rooms / Comm Closets
  - Tightly control access, monitor temperature, airflow, voltage levels, presence of smoke or water, and more
- Utilities (pump stations, nuclear facilities, cell towers, more)
  - Often geographically diverse; small un-manned remote rooms
  - Physically protect the space and monitor the environmentals
  - Power grid infrastructure vulnerable
- Commercial / Financial (high value assets or knowledge)
- Government / Military
  - Munitions rooms, arms rooms, pharmacies, chem labs
  - Motor pools, research or testing facilities, missile silos
  - NOC's, security gates, SCIF's, command centers

BLACK BOX NETWORK SERVICES
Company Confidential

ClimateCab

BLACK BOX NETWORK SERVICES

Company Confidential

Top 3 CIO investment items

- **According to CRN.com, 70% of CIO's will be investing in IT initiatives with these as their top 3 goals.**
  - **Security (43%)**
  - **Virtualization (28%)**
  - **Data Center efficiency (27%)**

Climate Cab Addresses These Issues !!!

ClimateCab Series

- **Need: Cabinet level cooling**
  - **No-raised floor environment**
  - **Inadequate cooling in equipment room**
  - **Remote locations**
  - **Great for server consolidation**

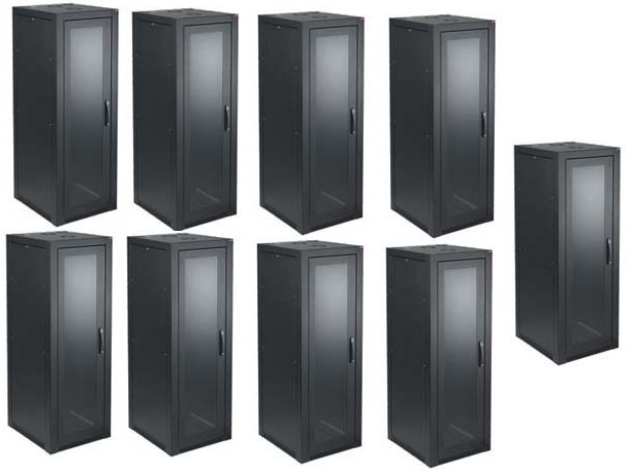
- **Sealed Nema 12 AC units**
  - **Sealed to keep the cool air in!**
- **Full size Cabinets & Wallmounts**
- **Multiple size AC units**

BLACK BOX NETWORK SERVICES
Company Confidential

Server Consolidation

2005: 184 Servers

- Cool the room
- Large floor space
- Power and Cooling cost $$$$



2009: 41 Servers

- Cool the Cabinet
- Smaller space needed
- Power and Cooling Savings
- Estimated operating cost savings $80k

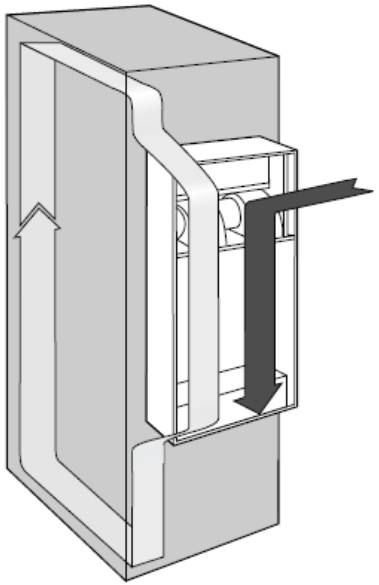
BLACK BOX NETWORK SERVICES

Company Confidential

ClimateCab Series

Closed Loop Cooling

- Re-circulated air inside the air conditioner is kept separate from the outside air. This protects the electronic controls and prevents shutdowns caused by heat, humidity, dust, and other contaminants.
- This method produces very little condensation



BLACK BOX NETWORK SERVICES
Company Confidential

ClimateCab Series

- **Wallmounts**
  - **4 units 24”x24”x24” cubes**
    - **Single and double hinged (fan and AC model for each)**
  - **Nema 12 w/M6**
  - **AC packages**
    - **800 BTU / 235 watt AC** **(1000W- 3413BTU)**

BLACK BOX NETWORK SERVICES

Company Confidential

ClimateCab Series

- **Standard Cabinets**
  - Models in 42U, 24U
  - M6 or tapped rails
  - Nema 12 rated
  - 2 Units AC ready: 6500 BTU & 8500 BTU (~1.5kw & 2.5kw)

BLACK BOX NETWORK SERVICES
Company Confidential

Climate Cab Series

➢ Sales / Market Summary: Who can use this?

- **Data Centers / Server Rooms / Comm Closets**
  - Where no raised floor exists, or when moving away from cooling the entire room
- **Manufacturing**
  - Locating equipment in dusty/dirty/hot environment
  - Nice alternative to back-racking and sending signals through noisy environments
- **Remote, unmanned locations**
  - Utility substations, pump-stations
  - Cell towers, radio towers
  - Pipelines, power grid, wind turbine or solar farms
  - Any remote building or outpost, especially warmer climates

Elite Cabinets

Re-design & Consolidation

BLACK BOX NETWORK SERVICES

Company Confidential

Elite Cabinet Redesign

- **Why redesign the cabinets?**
  - **Outdated designs**
  - **Update Features**
  - **Cost Improvement**

BLACK BOX NETWORK SERVICES

Company Confidential

Elite Design Process

- **How did we decide on a new design?**
  - **Competitive product review**
  - **Consulted with Tech Support**
  - **Developed specification and sent out for bid**
  - **Two rounds or prototype cabinets were built**

✓Mesh door

✓Casters

✓Fan Top

✓45U

✓Cup Holder

✓Etc

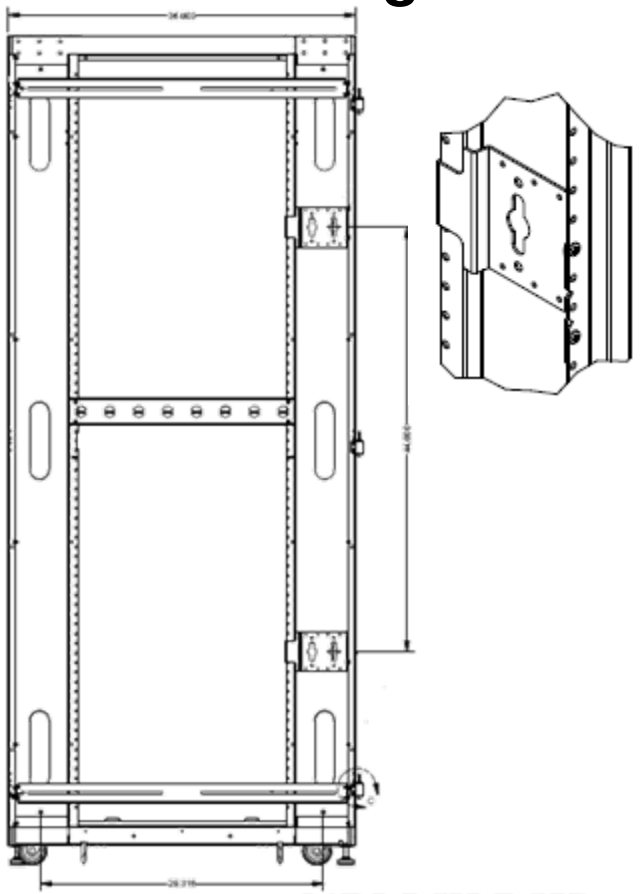
What is being replaced

- **The new design will replace the following cabinet families:**
  - **Elite II**
  - **Elite Data**
  - **Elite Server**
  - **NetRack**
  - **NetRack Plus**

The new family:

- **Elite “EC” series**

(Select series remains)



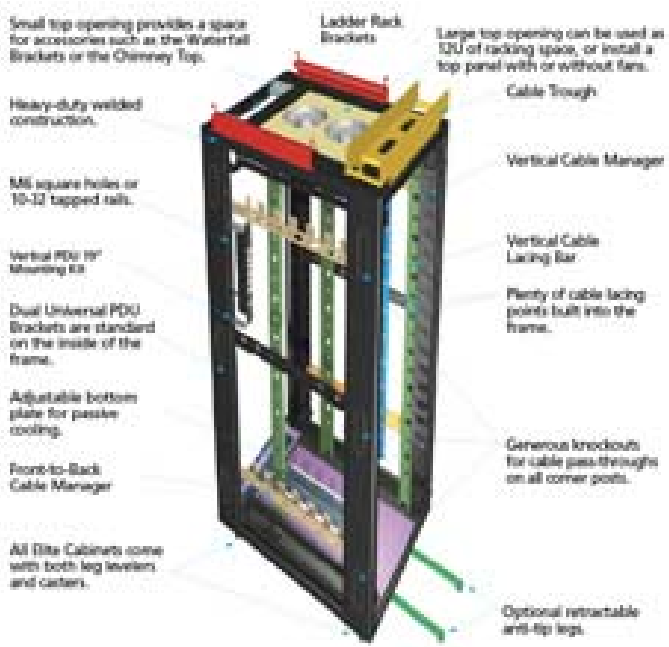
BLACK BOX NETWORK SERVICES

Company Confidential

New Design Overview

- **The new Elite cabinets are available in four heights and eleven frame sizes. These sizes are based on historical cabinet sales and market trends.**

24U (48"H x 30" W x 32" D)
24U (48"H x 24" W x 42" D)
38U (72"H x 30" W x 32" D)
42U (79"H x 24" W x 42" D)
42U (79"H x 30" W x 42" D)
45U (84"H x 24" W x 36" D)
45U (84"H x 30" W x 32" D)
45U (84"H x 30" W x 36" D)
45U (84"H x 24" W x 42" D)
45U (84"H x 30" W x 42" D)
45U (84"H x 30" W x 48" D)


Small top opening provides a space for accessories such as the Waterfall Brackets or the Chimney Top.
Ladder Rack Brackets
Large top opening can be used as 12U of racking space, or install a top panel with or without fans.
Heavy-duty welded construction.
Cable Trough
Vertical Cable Manager
M6 square holes or 10-32 tapped rails.
Vertical PDU 19" Mounting Kit
Vertical Cable Lacing Bar
Dual Universal PDU Brackets are standard on the inside of the frame.
Plenty of cable lacing points built into the frame.
Adjustable bottom plate for passive cooling.
Front-to-Back Cable Manager
Generous knockouts for cable pass-throughs on all corner posts.
All Elite Cabinets come with both leg levelers and casters.
Optional retractable anti-tip legs.

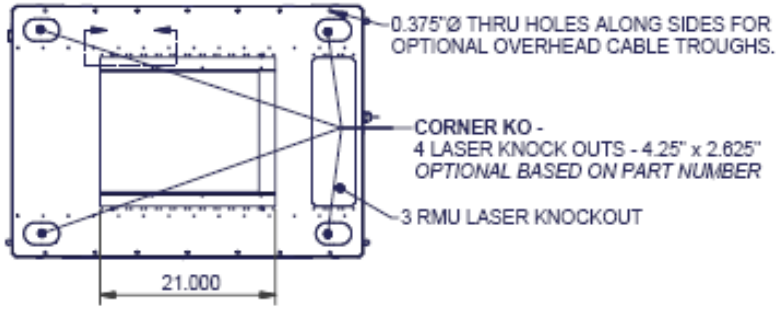
BLACK BOX NETWORK SERVICES

Company Confidential

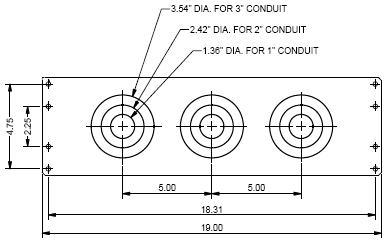
New Design Overview

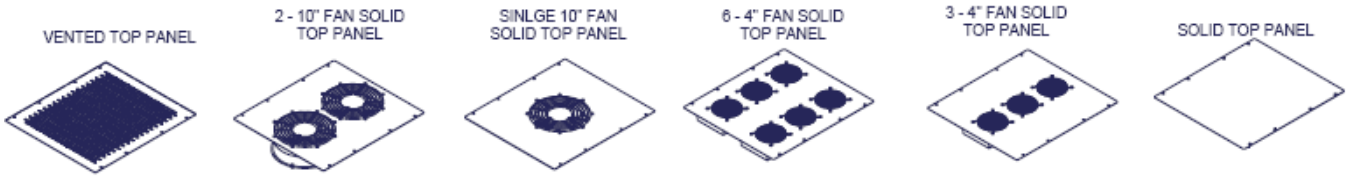
- **Features and Accessories**
- **Improved cable management & cable management options**
  - **New Ladder rack brackets**
  - **New cable trough and waterfall brackets**
  - **New horizontal and vertical cable managers**
  - **New Cable access (knockouts) on the top, sides and bottom**
  - **Multiple lace down points through out the cabinet**
- **Improved cooling options**
  - **New Chimney option (passive/active cooling)**
  - **New Adjustable bottom plate (passive cooling)**
  - **New Fan top panels & rear fan door (active cooling)**
  - **New high flow mesh design standard on doors & top panels**

New Design Overview


0.375"Ø THRU HOLES ALONG SIDES FOR OPTIONAL OVERHEAD CABLE TROUGHS.
CORNER KO -
4 LASER KNOCK OUTS - 4.25" x 2.625"
OPTIONAL BASED ON PART NUMBER
3 RMU LASER KNOCKOUT
21.000

- **Features and Accessories**
- **Customizable 12RMU top panel**
- **Integrated PDU mount**
- **Leveling legs and casters included**
- **Square hole or 10-32 tapped rails (cage nuts included)**
- **Additional rails available (Square hole or 10-32)**
- **Conduit adapter plate**
- **Combo lock option available**
- **Anti-Tip legs available for all sizes**



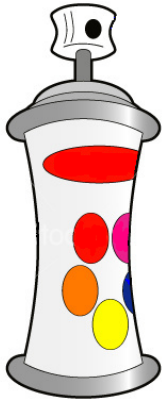

VENTED TOP PANEL
2 - 10" FAN SOLID TOP PANEL
SINLGE 10" FAN SOLID TOP PANEL
6 - 4" FAN SOLID TOP PANEL
3 - 4" FAN SOLID TOP PANEL
SOLID TOP PANEL

BLACK BOX NETWORK SERVICES

Company Confidential

New Design Overview

Key Changes Continued



Color:

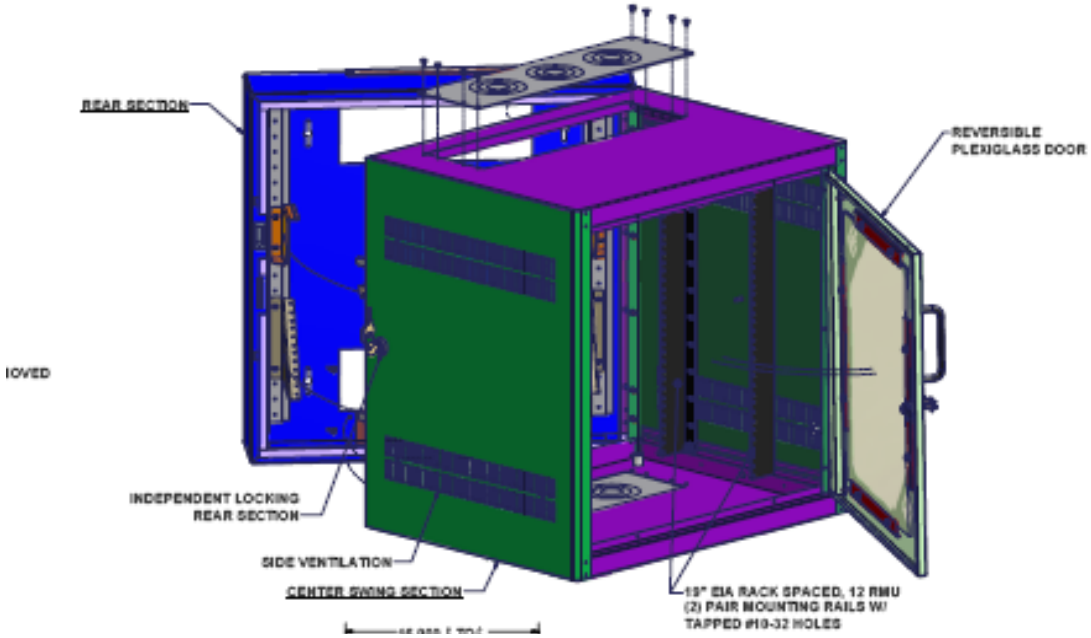
- **The standard color for the new Elite cabinets is Black.**
- **Custom colors are available ($150 Fee / 2 weeks)**

Custom Configurations:

- **The new Elite Cabinets are fully customizable and can be configured in-house by the Black Box Manufacturing team (2 day turn around)**
- **We stock frames, doors, sides, tops, etc, in house. This will enable us to quickly quote and configure cabinets within the Elite family.**
- ***Currently custom cabinets can take 6~8 weeks to be delivered and are extremely expensive.***

Wallmount Cabinet Redesign

- Current offering is very old
- New Design totally unique to Black Box



BLACK BOX NETWORK SERVICES

Company Confidential

Laptop & Netbook Storage

Application:
Secure storage, transport and charging of laptops

Why? - Laptop costs $1.5-2k+ & is really easy to misplace or steal…

Target Customers:
Schools & Campus environments i.e. “Classroom of the Future”

Key Features:
- **Individual (removable) slots hold laptops secure**
- **Power strips included**
- **Lockable**
- **Portable (wheeled/casters)**
- **UL approved (carts not depots)**
- **5 sizes**

Models:
- **LTC20**
- **LTC26**
- **LTC32**
- **LTD5**
- **LTD8**
- **LTD5B**
- **LTD8B**
- **NBC20S**
- **NBC26S**
- **NBC32S**
- **NBC30**
- **NBC27XB**

BLACK BOX NETWORK SERVICES

Company Confidential

New Test Products (and more coming)

We are going up market!

- Fiber Fault Finder (F3X)
- LANSCOPE – Network Analyzer (sim to Fluke NetTool)
- Complete fiber test line
  - Power Meters & Light Sources
- Next gen items for CAT6 / Gigabit networks

BLACK BOX NETWORK SERVICES
Company Confidential

Extend Ethernet for MILES

- **LongSpan Wireless Ethernet Extender**
  - Low speed (~ 1Mb) but great distance (20M+)
  - Superior penetration through walls or foliage.
  - NEMA 4x rated for indoor or outdoor use.
  - Proprietary encryption keeps data safe

BLACK BOX NETWORK SERVICES

Company Confidential

High-Density Solutions

Recent Survey Results

A recent data center survey reported that 85% of IT professionals are turning to high-density cable infrastructure solutions.

The reason for this migration, in order of importance are:

To save rack/cabinet space – 50%

To lower costs – 47%

To lower energy consumption – 45%

To save floor space – 39%

To save on cable management – 38%

Source – CommScope, September 2009 www.commscope.com

Cat5e 90-Degree Angle Patch Cables

90-Degree “Up” & “Down”

These are 90-Degree “Down” Patch Cables next to standard patch cables in a patch panel application.

Introducing SpaceGAIN:
Make tight spaces work for you.
Create cabling space and reduce cable management, installation time, and cost.
BLACK BOX

“Now I can close the cabinet door.”

Notice the space savings.

Cat5e 90-Degree Angle Patch Cables

How to Differentiate an “Up” From a “Down” Cable

“Down” Cable

Cable clip is down and the cable angles down.

“Up” Cable

Cable clip is down and the cable angles up.

BLACK BOX NETWORK SERVICES

Company Confidential

Cat5e 90-Degree Angle Patch Cables

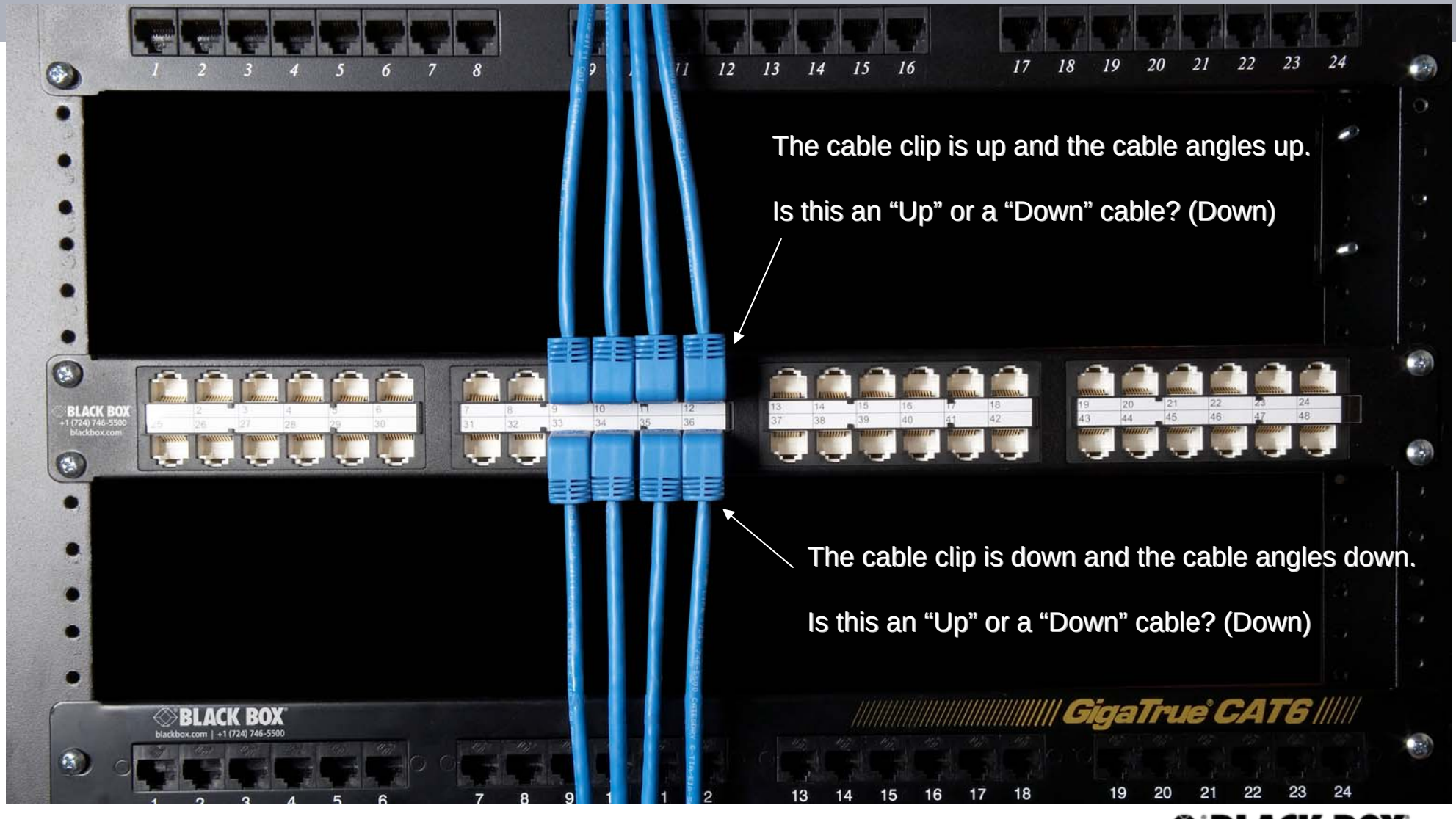
90-Degree “Up” & “Down”

90-Degree “Up” Cable Attached to Wall Outlet

90-Degree “Down” Cable Attached to Wall Outlet

BLACK BOX NETWORK SERVICES
Company Confidential

Cat5e 90-Degree Angle Patch Cables


The cable clip is up and the cable angles up.
Is this an “Up” or a “Down” cable? (Down)
The cable clip is down and the cable angles down.
Is this an “Up” or a “Down” cable? (Down)
BLACK BOX
GigaTrue CAT6

Cat5e 90-Degree Angle Patch Cables

90-Degree “Up” & “Down”

- Perfect Cable for Tight Places
  - Save Up to 4” in Cabinet Depth
  - “Up” & “Down” Design to Fit Customer Needs
- Available in Blue, Red, Yellow & Black
- Available in 1’, 3’, 6’, 10’ & 15’ Lengths
  - “Down” to “Straight”
  - “Down” to “Down”
  - “Down” to “Up”

Available Late December

See Newton for Part Number Information

BLACK BOX NETWORK SERVICES

Company Confidential

Cat6 90-Degree Angle Patch Cables

The Cat6 90-Degree Angle cables will mirror the Cat5e line in types, lengths & colors.

Available late January ‘10

Multimedia & Digital Signage

iCOMPEL (roadmap/new products)

Current Status

Part Number	Update
AC4000A	No change
AC4001A	No change, EU PAL video capture / TV tuner card
AC4000A-VID	AC4000A with NA video capture card
AC4002A	No change
AC4003A	No change, EU PAL video capture / TV tuner card
AC4004A	Discontinued
AC4005A	Discontinued

Q4FY10 Release

Part Number	Update
AC4000A-TV	AC4000A with NA video capture / TV tuner card
ICOMP2	New small form factor, fanless play/pub/sub w/ options
ICOMP3	New small form factor, fanless subscriber w/ options
AC4009A-PRO	Add on license: Stream-in, 3G, & touch screen license
-PRO	Stream-in, 3G, & touch screen license
ICOMP-IDM	iCOMPEL Deployment Manager (iDM)
ICOMP-IDSI	iCOMPEL Data & Systems Integrator (iDSI)

iCOMPEL fanless, small form factor media player

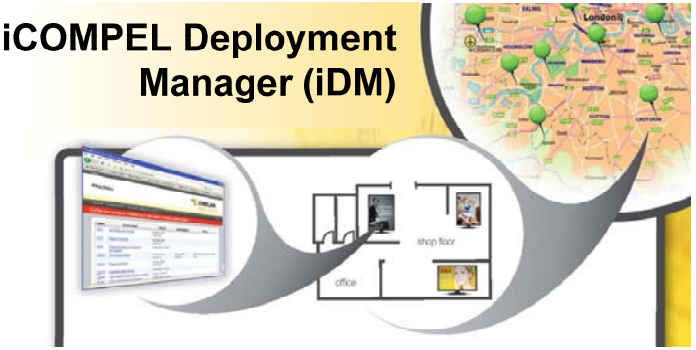
- Options:
  - Player/Publisher/Subscriber or Subscriber only
  -SSD or HDD option
  - TV/video tune/capture or HD video processing option
- Anticipated release: Q4 FY10

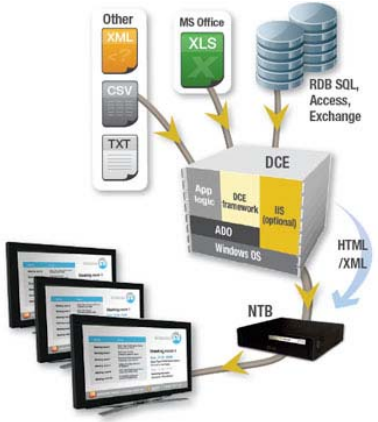
Multimedia & Digital Signage

iCOMPEL (new products)

iCOMPEL Deployment Manager (iDM) appliance

- System monitoring, content confirmation, and display control.
- Anticipated release: Q4 FY10





iCOMPEL Data & Systems Integrator (iDSI)

- Integrates with customer databases and systems information to trigger real-time signage changes and updates.
- Anticipated release: Q4 FY10

iCOMPEL –PRO license

- Stream in license
- 3G license
- Touch screen capability

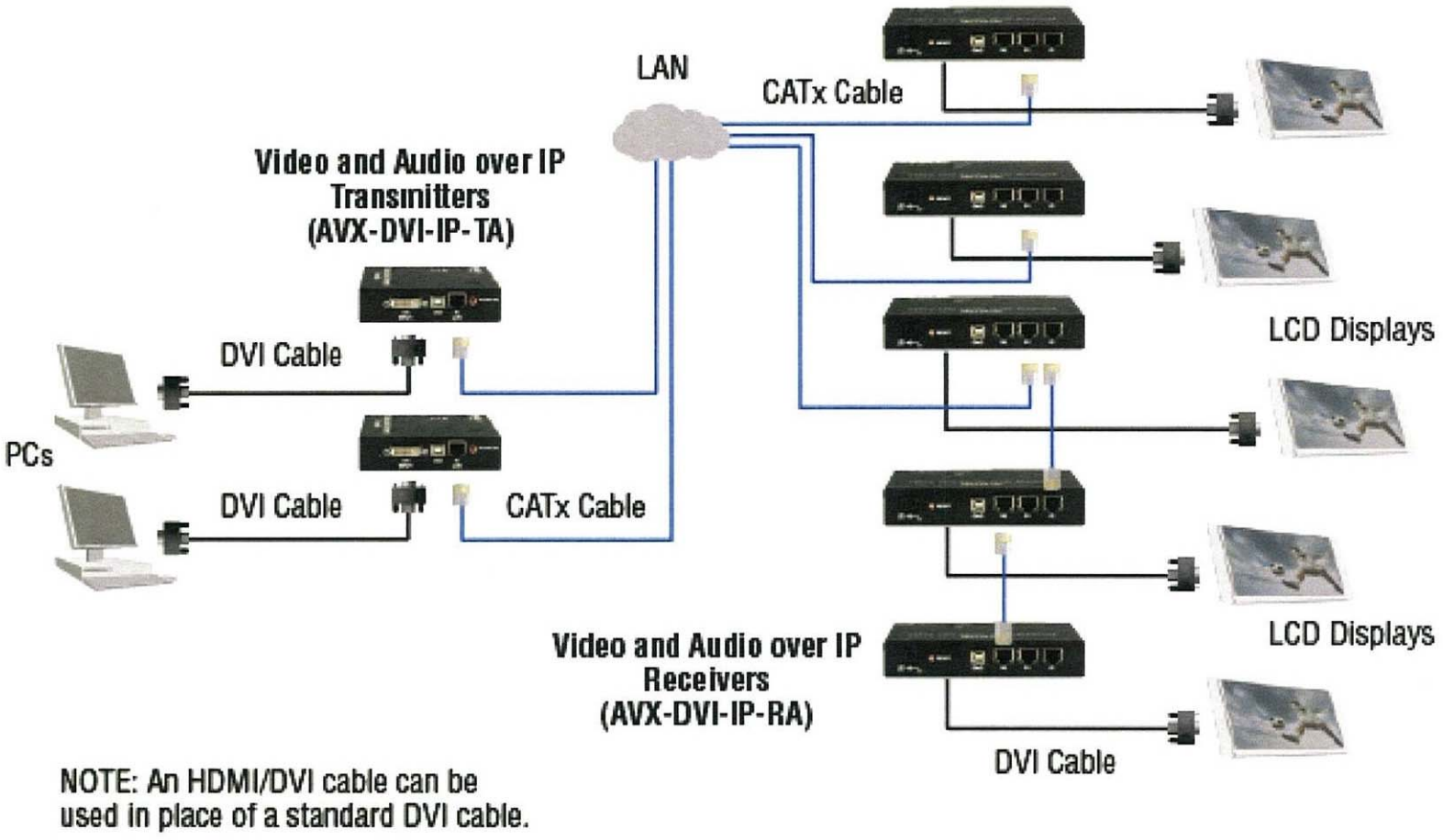
Multimedia & Digital Signage

Project DIY Sign

- Scaled picture broadcast module with 3 zone layout.
- Ideal for healthcare office, gym or bar signage
- Easy to integrate
- Easy to setup
- Easy to edit
- Affordable price point

Multimedia & Digital Signage

Video & Audio over LAN via IP



Multimedia & Digital Signage

BLACK BOX NETWORK SERVICES

AC555A, AC555A-REM, AC555A-4, AC556-A

- R2 Product revisions for VGA extenders AC555A, AC555A, AC555A-REM, AC555A-4, AC556-A

•More reliable performance

•Higher quality construction

AC555A

Multimedia & Digital Signage

BLACK BOX NETWORK SERVICES

New Products

- Pattern Generator - PG-VGA and PG-DIG (DVI & HDMI)
  - Enables you to generate test patterns to troubleshoot video calibration issues with ease.

- Wireless Video Presentation System II (AC1131A)
  - Enables multiple meeting participants to wirelessly stream their computers video and audio to a projector from where they sit via a Wireless LAN connection (802.11b/g).
  - Plugs into any display or projector with a VGA port
  - Works as a wireless access point, too
  - No more having to swap cables in and out
  - Perfect for conference rooms and college classrooms with VGA projectors.
  - Ideal for controlling PowerPoint® and real-time video presentations in large rooms.

Black Box Brand Midspan POE Injectors

Black Box POE Injectors: A complete line of single to multiport managed or unmanaged, full power POE injectors.

Features

- Single Port Units
  - Diagnostic LEDs, Full Protection OCP, OVP
  - Non-Vented Cases
- 8/16/24 Port IEEE 802.3af Units
  - IEEE 802.3af Detection, Disconnect and • Full Power of 370W--15.4W per Port No overload Protection Power Management required
  - Low Cost • Full Protection OTP, OCP, OVP
  - NIC Interface (Optional, SNMP Managed Units) • 48V RPS Input (Optional)
  - 10/100/1000 base T Compatible • Cisco Legacy detection
- 8/16 Port IEEE802.3at Units (additional features)
  - Full Power on all ports • 10/100/1000 Base-T Compatible
  - IEEE 802.3at Draft 4 revision • Windows GUI
  - 2 finger classification

BLACK BOX NETWORK SERVICES

Company Confidential

Black Box Brand Midspan POE Injectors

Provide remote powering over cable capabilities to:

- VOIP CPE (phones, etc.)
- Security Cameras (PTZ, etc)
- Wireless Network Access Points
- IP Print Servers
- Blue Tooth Access Points
- Lighting Systems with Single UPS

BLACK BOX NETWORK SERVICES

Company Confidential

Black Box Brand Console Servers

Black Box Console Servers:

- Two new lines :
  - Value Line: 8/16/48 port units
  - Advanced Line: 8/16/48 port units

LES1116A

LES1216A

Black Box Brand Console Servers

Black Box Console Servers:

- Value Line Features:
  - Accessible in band (via Ethernet or secure tunnel over the Web) or out of band via a dialup modem connection.
  - Embedded with open-source Linux® based operating system for a high level of customization.
  - For high availability, supports 10-/100-Mbps auto failover set up through an alternate dial-in or out-of-band broadband path.
  - Protects data over a public network with Secure Shell (SSH) encryption, SSH tunneled serial bridging, SSH tunneling for TCP/DUP, IP packet filtering, and more.
  - Off-line data logging, on-line data buffering and logging, as well as port sniffing for multiple users per port.
  - For easy rollback, stores multiple local boot images locally. It's also easy to restore configurations.
  - Supports up to 50 concurrent sessions (SDT tunnels).
  - Advanced power management functions for monitoring a remote UPS and resetting a PDU or RPS.

Black Box Brand Console Servers

Black Box Console Servers:

- Value Line Features (cont)
  - No limit on the number of clients who can access one gateway or the number of hosts accessed concurrently through one tunnel.
  - Robust LAN console port management with secure Serial over LAN (SoL) access and Secure Remote Desktop access to Windows® XP/2003.
  - On the LAN port, each gateway can port forward to an unlimited number of locally networked hosts (computers or routers).
  - Boasts authentication protection plus the ability to restrict access by IP address, password, or account.
  - Cascadable ports. Cluster multiple units so up to 1000 serial ports can be accessed via one IP address and managed at one location.
  - Flexible system management options (including SNMP, HTTPS, HTTP, CLI in Linux Shell, Nagios® distributed monitoring, and ARP-PING).
  - Features an embedded DHCP server for managing LAN devices.
  - Rackmountable (1U) with included mounts.
  - Flash upgradable.

Black Box Brand Console Servers

Black Box Console Servers:

- Advanced Line Features (in addition to the features of the Value Line series)
  - Advanced console port access that's fully redundant with dual Ethernet ports plus a modem.
  - Pinned for Cisco "rolled" cable, enabling you to access Cisco console ports using ordinary straight-pinned UTP cable.
  - Features dual universal AC input for powering from two sources for backup power.
  - Includes a built-in modem RJ-11 port for setting up out-of-band access, as well as a DB9 port for an external modem.
  - A USB port plus an included 2-GB flash drive enable local FTP/TFTP storage.
  - Comes with IPSec High Availability VPN gateway software—great for electric utilities who need to meet NERC CIP standards.

December 16, 2009

ServSwitch Secure Desktop Switch

Company Confidential

ServSwitch Secure

Where we are today

Secure Switches

- SW721A-R2 and SW722A-R2
  - Analog VGA
  - Old design with custom cables
  - Tempest approved for all applications
  - Need to end of life the product

- SW2007A-USB and SW4007A-USB
  - 2 and 4 Port DVI, USB
  - NSA tested and Tempest approved for and by the U.S. Air Force

Company Confidential

ServSwitch Secure

Market today

Tempest is becoming more niche

– Primarily a USA / North America play

EAL4+ growing (required for many applications)

– Avocent and Belkin have a product

We Need a Solution…

Goal: Have the most complete offering & array of certifications

Company Confidential

ServSwitch Secure

New product developments

3 New products in development:

1. Revised DVI EAL4+ switch (very similar to existing)
2. New 4 port analog switch with USB card reader support with EAL4+
3. New 2 and 4 port Analog switch with EAL4+

Project Plan

- Security Target complete as of Oct ’09
  - You can use this to specify for long term opportunities
- Estimated completion (product with EAL4+ certification) = August 2010
- Once completed submit all units for Tempest Approval

Company Confidential